



NEFI Special Bonus Energy Conservation Seminar

Instructor: Bob Hedden

September 15, 2010 (8:15 a.m. –3:30 p.m.)

This seminar will include NORA Gold Seminar and the new NORA Energy Conservation Analysis Seminar. Certified Technicians attending the program will receive 7 NORA CEUs, as well as the NORA Gold Certification. Going for Gold is the best way for Technician's who's Silver is about to or has already expired to renew their NORA Certification. Passing the Gold Test will also renew their Vermont Certification for another 5 years. This program is designed primarily for Technicians, but Equipment Salespeople, Managers, and anyone wishing to do Energy Conservation Analysis will also find it extremely useful. To sit for the NORA Gold Test technicians must be Silver Certified, and have 5 years experience in the field working on oil burners and 120 hours of training. The NORA Gold Seminar is based upon the NORA Gold book, *Efficient Oilheat, An Energy Conservation Guide*. While it is not required to buy the book to take the test, it is recommended that students read the book before attempting to take the test. The book is available from NORA at www.norastore.org

NORA Gold Technician Certification

The purpose of the Gold Program is to give participants a better understanding of the following:

- The potential energy in heating oil, as well as how and where that heat energy is lost before it reaches the living space of the building or the hot water faucet.
- The various types of efficiency measures and what they mean.
- How to be sure your customer is getting the most heat for their money from their existing system by covering all the free and low cost energy conservation strategies, including proper tune-up and adjustments as well as common sense conservation advice we can give our customers.
- How to evaluate the various energy conservation investments available.
- How to advise customers on investing in new equipment, including sales techniques, and how to do return on investment calculations.
- How to maximize savings opportunities without sacrificing safety, reliability, and comfort.
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NORA Energy Conservation Analysis Seminar

The energy markets are in constant turmoil, and are customers are concerned about the future. Because of the long-term relationship as their energy providers they are turning to Oilheat companies for solutions. If we are unable to give them meaningful answers and helpful suggestions they will look elsewhere. Now more than ever we must be part of their solution, not part of the problem. They must see us as their trusted energy adviser.

The goal of this seminar is to teach participants how to do a NORA Energy Conservation Analysis for their customers. We will cover all the various heating system upgrade options for the customer and the potential savings from each. Recognizing that the building is part of the heating system we will also cover how to evaluate how well the building is sealed and insulated. We will also cover suggestions on how they can lower their electric bills.

NORA's goal for this program is to be sure that every oil-heated building is using energy as efficiently as possible without compromising safety, reliability, and comfort. Not only will this insure customers are getting the most from the money they spend heating and cooling their buildings, energy conservation is also the best answer for protecting our environment. Participants will learn how to be sure the heating system is working at maximum efficiency. They will also learn to identify potential problems with the building and recognize when it would be advisable for customers to call in building shell and insulation experts.

A critical component of this program will be to learn what advice we can give customers about free and low cost do-it-yourself projects they can implement to help lower their energy bills. Upon successful completion of the course and test participants will receive the NORA Energy Conservation Analysis Certification. This national certification is similar to the NORA Tank Certification. The seminar is good for 7 NORA CEUs. This special combined Seminar will run from 8:15 AM to approximately 3:30 PM at which time the NORA Gold Energy Conservation Test will be given. The test is 100 multiple-choice questions and takes about an hour.



New England Fuel Institute (nefi.com) 20 Summer Street, Watertown, MA 02472
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Application

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Wednesday, September 15, 2010
 New England Fuel Institute, Education Foundation
 20 Summer Street, Watertown, MA 02472



8:15 a.m. – 3:30 p.m. (register by September 8, 2010)

Company:	Contact person for this Registration:
Title:	
Address:	
City: State: Zip:	
Phone:	Fax
Email:	

Please attach list or copy this registration form to register more than 4 students. Please PRINT. Check date - if applicable - for each student Student Name ↓	\$150 – Members \$200 Non-Members 8:30 a.m. – 4:30 p.m. (Total amount includes a 5% non-refundable application fee)	NORA Certified for 7 CEU's. Course ID: NOR08 
	1 [] September 15, 2010	
	2 [] September 15, 2010	
	3 [] September 15, 2010	
	4 [] September 15, 2010	
Calculate Gross Amount Due: Number of Students: _____ multiply by \$200 = \$ _____ G		
Calculate Discount (if NEFI member): Number of Students: _____ multiply by Check at least one: We are a member of [] NEFI and/or [] Massachusetts Oilheat Council Any new company joining NEFI on or before seminar date may take discount. Enrollment form at www.nefi.com or email school@nefi.com for a copy \$ _____ D		
Net Payable to "NEFI" – subtract D from G \$ \$Grand Total > \$ _____ G less D		

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For further Information, please contact Andrea at 617-923-5019 or email school@nefi.com

